

## Message Text

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PAGE 01     PRETOR 03114 270947Z

ACTION EB-07

INFO OCT-01 AF-10 ISO-00 DODE-00 NSAE-00 USIA-06

TRSE-00 ERDA-05 CIAE-00 COME-00 AID-05 OES-07

/041 W

-----095491 270951Z /17

R 270920Z JUN 77

FM AMEMBASSY PRETORIA

TO SECSTATE WASHDC 7887

INFO AMCONSUL JOHANNESBURG

AMCONSUL CAPE TOWN

AMCONSUL DURBAN

LIMITED OFFICIAL USE PRETORIA 3114

E.O. 11652: N/A

TAGS: ESTC, BEXP, EGEN, SF

SUBJECT: EXPORT CONTROL: SALE OF COMPUTER ITEMS TO BANTU

ADMINISTRATION DEPARTMENT

REF: STATE 146970,

1. IN MEETING JUNE 24 AT CONGEN JOHANNESBURG HEADS OF IBM, BURROUGHS AND 3M IN SOUTH AFRICA EXPRESSED UNHAPPINESS WITH FACT THAT COMPUTERS, PERIPHERALS, SPARES, ETC. FOR DEPARTMENT OF BANTU ADMINISTRATION AND DEVELOPMENT (BAD) NOW SUBJECT TO INDIVIDUAL IMPORT LICENSES. THEY RECOGNIZE THAT THIS IS NOT NECESSARILY A CHANGE IN POLICY BUT EFFORT TO TIGHTEN UP SCREENING TO ASSURE AGAINST USE IN SUPPORT OF APARTHEID.

2. THEY CONTEND, HOWEVER, THAT ESPECIALLY IN CURRENT ATMOSPHERE THIS MEASURE MAKES IT MORE DIFFICULT TO DO BUSINESS, OBLIGING THEM TO MAKE THEIR BIDS SUBJECT TO ISSUANCE OF LICENSE WHICH NOT REQUIRED OF THEIR EUROPEAN COMPETITORS. THEY SAY IT FEEDS RUMORS ALREADY BEING SPREAD BY THEIR COMPETITORS THAT SPARES AND MAINTENANCE CANNOT BE ASSURED FROM U.S. COMPANIES.

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PAGE 02     PRETOR 03114 270947Z

3. IBM SAYS IT DOES NO BUSINESS CURRENTLY WITH BAD BUT DOES WITH SOME HOMELAND GOVERNMENTS. BURROUGHS HAS SUPPLIED MINICOMPUTERS TO REGIONAL BANTU ADMINISTRATION BOARDS. 3M SELLS COMPUTER TAPE AND VIDEO TAPE TO VARIETY OF CUSTOMERS.

4. FIRMS MADE FOLLOWING SUGGESTIONS: (A) USG COULD SIMPLY

PASS WORD QUIETLY TO US FIRMS AS TO WHAT END-USERS ARE DEEMED OBJECTIONABLE AND THEY COULD CHECK WITH US BEFORE CONCLUDING ANY DOUBTFUL DEALS; (B) SERVICING OF EQUIPMENT ALREADY IN PLACE WITHOUT UPGRADE SHOULD NOT BE SUBJECT TO INDIVIDUAL LICENSE; (C) THAT AMBASSADOR REPLY TO AN INQUIRY FROM THEM WITH A WRITTEN ASSURANCE THAT IT IS NOT USG INTENTION TO INTERFERE WITH CONTINUITY OF SUPPLY.

5. WE DID NOT OFFER FIRMS MUCH SOLACE, POINTING OUT THAT EMPHASIS ON HUMAN RIGHTS IN OUR POLICY MADE IT LOGICAL TO REVIEW EXPORTS OF EQUIPMENT WHICH COULD BE USED IN SUPPORT OF APARTHEID. WE SAW LITTLE LIKELIHOOD THAT PROPOSALS (A) AND (C) ABOVE COULD BE ACCEPTED BUT AGREED TO MENTION (B) TO COMMERCE AND STATE. SUGGESTED THAT, IF PARENT FIRMS FELT STRONGLY ENOUGH ABOUT NEW CONDITIONS, WOULD BE BETTER TO RAISE DIRECTLY WITH COMMERCE IN WASHINGTON.

6. WOULD APPRECIATE ANY COMMENTS ON SUGGESTIONS PARA 4, ESPECIALLY (B). WOULD ALSO POINT OUT THAT, IF WE COULD BE ADVISED OF SUCH PROCEDURAL CHANGES BEFORE THEY ARE IMPOSED, IT WOULD GREATLY HELP US IN DEALING WITH INCREASINGLY NERVOUS US AFFILIATES. ALTHOUGH REFTTEL STATES POLICY DECIDED IN APRIL, WE RECEIVED A COMMUNICATION FROM DEPT IN APRIL REITERATING POSITION THAT VALIDATED LICENSES ONLY REQUIRED FOR POLICE, MILITARY AND ATOMIC ENERGY APPLICATION.BOWDLER

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## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01-Jan-1994 12:00:00 am  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** SALES, EXPORT CONTROLS, COMPUTERS  
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**Disposition Approved on Date:**  
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**Disposition Comment:** 25 YEAR REVIEW  
**Disposition Date:** 22 May 2009  
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**Disposition History:** n/a  
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**Drafter:** n/a  
**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
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**Original Handling Restrictions:** n/a  
**Original Previous Classification:** n/a  
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**Review Release Date:** n/a  
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**Review Withdrawn Fields:** n/a  
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**Subject:** EXPORT CONTROL: SALE OF COMPUTER ITEMS TO BANTU ADMINISTRATION DEPARTMENT  
**TAGS:** ESTC, BEXP, EGEN, SF  
**To:** STATE  
**Type:** TE  
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**Review Markings:**  
Margaret P. Grafeld  
Declassified/Released  
US Department of State  
EO Systematic Review  
22 May 2009  
**Markings:** Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 22 May 2009